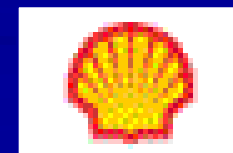




**ASSOCIATION OF EUROPEAN
BUSINESSES
IN THE RUSSIAN FEDERATION**

**The Voice of European Business
in Russia**

AEB Sponsors 2009-2010





THE AEB

Representing and Promoting the Interests of European Businesses in the Russian Federation since 1995



Mission to Brussels, AEB Board members' meeting with EU Commissioner for Taxation & Customs **László Kovács**

- Working to improve business and trade environment in Russia for European companies
- Promoting economic integration between the Russian Federation and the European Union...

A Common Economic Space

The AEB is a non-commercial association of European enterprises and entrepreneurs that have business activities with and in Russia



ACTIVITIES

- Lobbying Russian authorities to solve immediate business issues and influence future legislative change
- Providing quality Information through events, business briefings, round tables and publications
- Business Networking through committee meetings and social events
- Cooperation with the EC Delegation, European Union and the member states



COMMITTEES: THE DRIVING FORCE OF THE AEB

OPEN COMMITTEES

Corporate Governance
Energy Efficiency Working Group
Human Resources
Legal
Taxation
Transport & Customs
IT & Telecommunications
Real Estate & Property
Finance & Investment
Health, Environment & Security
PR committee
Hotels & Tourism
Migration Committee
Mergers & Acquisitions Working Group

INDUSTRIAL COMMITTEES

Agribusiness
Air Cargo
Airlines
Automobile Manufacturers
Automotive Components
Insurance & Pensions
Banking
Energy
Health & Pharmaceuticals
Construction Equipment
Machine Building & Engineering
Home Appliances



MEMBERSHIP BENEFITS

1. LOBBYING

The AEB represents European businesses by:

- **Identifying** the principal business and legislative **issues** affecting European business, through AEB Committees and Working Groups
- **Addressing current issues** and **influencing legislation** for the long term with Russia's political and business leaders at Federal and Regional levels.
- **Cooperating with Delegation of the European Commission** and contributing to government of EU member states, **Foreign Investment Advisory Council (FIAC)**, Industrialists' Round Table (IRT), etc.

2. PROVIDING QUALITY INFORMATION

The AEB keeps its members up to date on industrial, economic and legislative developments

- Open Meetings, Seminars, Conferences and Political Briefings
- Quarterly Updates / yearly Position Papers / Real Estate and Due Diligence Monitors
- Surveys on practical issues
- Website containing industry and market developments, member database and events presentations



Igor Shegolev,

RF Minister of Telecom & Mass Communications.
Briefing June,23,2009:
“IT-Telecom in Russia: Development Trends.”



Igor Artemiev,

Head of RF Antimonopoly Service.
Briefing October, 27,2009:
“Current antimonopoly legislation and governmental initiatives”



3. NETWORKING

The AEB provides invaluable networking forums by:

- Business to business functions
- Well-regarded social events including monthly EuroReceptions, which are Moscow's premier business networking forums
- Open committees, mass events, conferences, briefings
- Online Member database and Annual Membership Directory



4. MARKETING OPPORTUNITIES

- AEB Newsletter and Website: introducing new members to existing members
- AEB Annual Membership Directory: company descriptions and advertising opportunities
- Promotional materials at relevant Embassy receptions
- Gaining company visibility through expert contributions to AEB events and publications
- Sponsorship opportunities at open meetings, conferences, receptions, etc.



CONTRIBUTING TO EU – RF ECONOMIC INTEGRATION

The AEB provides essential links between the EU authorities, Russian political and administrative institutions, and European business interests

February, 19 2009, Saint-Petersburg, customs conference: “**Customs Legislation in Russia-Recent Changes and Implementation**”

March, 12 2009, briefing by **Lord Malloch-Brown**, **UK Minister for Foreign Affairs** and the UK Prime Minister's Special Representative for the London G20 Summit on Growth, Stability and Jobs

June, 26 2009 , World Bank briefing “**Current Trends in Russia's Economic Development**” **Mr. Klaus Rohland**, Country Director and the World Bank's Resident Representative for Russia

The AEB constitutes the most trusted and qualified central information source on European business in Russia for EU and Russian authorities, as well as for Member companies

AEB HIGHLIGHTS OF 2009-2010



Briefing by **Klaus Rohland** country Director and Resident Representative for Russia of the World Bank, April 2nd 2009

AEB Labour Law Conference, April 4th 2009

AEB Anti-Crisis Forum, May 27th 2009

Briefing by **Igor Shegolev**, RF Minister of Telecom & Mass Communications, "IT-Telecom in Russia: Development Trends", June 23rd 2009

Briefing by HE **Tomas Bertelman**, Ambassador of Sweden to the RF: "Priorities of the Swedish EU Presidency", July 6th 2009

Open Meeting with **Alexander Petrikov**, State Secretary, Deputy Minister of Agriculture of the RF, July 9th 2009

Conference on "Implementation of Kyoto Protocol in Russia: Business Approaches", September 29th 2009

Round Table: Russian Energy Sector and European Investors, October 28th 2009

AEB Automobile Manufacturers Committee Annual press conference, January 14th 2010

Briefing by H.E. **Juan Antonio March Pujol**, Ambassador of Spain to the RF: "Priorities of the Spanish EU Presidency", January 22nd 2010

Briefing by **K.Rohland**, Country Director and Resident Representative for Russia of the World Bank



Open Meeting with **A. Petrikov**, State Secretary, Deputy Minister of Agriculture of the RF
I. Obolentsev, Chairman of the Russia's Agro-Industrial Union



H.E. **Fernando Valenzuela**, Head of the Delegation of the European Union in the RF

H.E. **Juan Antonio March Pujol**, Ambassador of Spain to the RF

Frank Schauff, AEB CEO



Martin Jahn, Vice Chairman of the AEB Automobile Manufacturers Committee

David Thomas, Chairman of the AEB Manufacturers Committee
Frank Schauff, AEB CEO

Conference: “Modernization of the Russian Economy: Input of the European and Russian Businesses”.

Session 1: Legislative Regulation of the Innovating Activities



Ilya Ponomarev, Chairman of the Subcommittee for Hi-Tech Development of the Committee for Information, IT & Communication, RF State Duma

Igor Yurgens, Chairman of the Managing Board, Institute of Contemporary Development

Reiner Hartmann, AEB Chairman of the Board

Stanislav Naumov, State Secretary, Deputy Minister, Ministry of Industry and Trade

Denis Khabarov, Partner, Baker & McKenzie

Charles-Henri Roy, Partner, CMS Russia

Session 2: Financing of Innovating Projects



Vladimir Andrienko, Managing Director, Russia Partners

Joerg Bongartz, Chairman of the Board, Deutsche Bank

Eric Rasmussen, Director Corporate Sector Russia, European Bank for Reconstruction & Development

Jyrki Talvitie, Chief Representative, East Capital

Vasiliy Grudev, Senior Business Development, ROSNANO

Session 3: Energy Efficiency as the Transition Way to the Innovative Economy



Hans-Juergen Wio, Vice-President, Siemens Russia & Central Asia

Nikita Maslennikov, Senior Analyst, INSOR

Anton Mifsud-Bonnici, Chairman of the AEB Energy Efficiency Working Group, BP

Joost Leeflang, General Director, Philips Russia, Belarus, Ukraine & Central Asia

Oleg Viter, Regional Marketing Director Russia/CIS, Alstom



AEB IN REGIONS

The AEB has developed close relationships with the authorities in Krasnodar, Yekaterinburg, Samara and St. Petersburg to nurture mutually beneficial opportunities for European Businesses and attracting investment for the regions

February 2009, AEB Business Mission to St. Petersburg

April 2009, AEB Business Mission to Kazan

April 2009, Regional Investment Forum and Reception –Ulyanovsk Region.

May 2009, AEB Business Mission to Krasnodar

June 2009, Volgograd Region Investment Potential: Presentation for the Association of European Businesses

September 2009, Briefing by **Ravil Zaripov**, Minister of Industry and Trade, Republic of Tatarstan

September 2009, Briefing by **Evgeny Lukyanov**, Deputy Representative Plenipotentiary of the President of the Russian Federation in the North-Western Federal District : “Opportunities for the European Businesses in the North-Western Federal District.

October 2009, AEB Business Mission to Volgograd



E. Lukyanov, Deputy Representative Plenipotentiary of the President of the Russian Federation in the North-Western Federal District.



AEB SPONSORSHIP BENEFITS*

1. Maximum Visibility:

- Company logo on AEB homepage
- Company name on AEB official documents (letterhead, events updates)
- Sponsor List in AEB general publications (membership directory, annual report)
- Larger company description in Membership Directory Book
- Distribution of promotional material at the AEB office

* Valid for one calendar year



AEB SPONSORSHIP BENEFITS*

2. Exclusive Opportunities:

- Exclusive Sponsor Dinner(s) hosted by the AEB Executive Board
- Presentation to AEB members or social event with AEB support
- Display of logo/banner at AEB Annual General Meeting (on AEB sponsor stand)



AEB SPONSORSHIP BENEFITS*

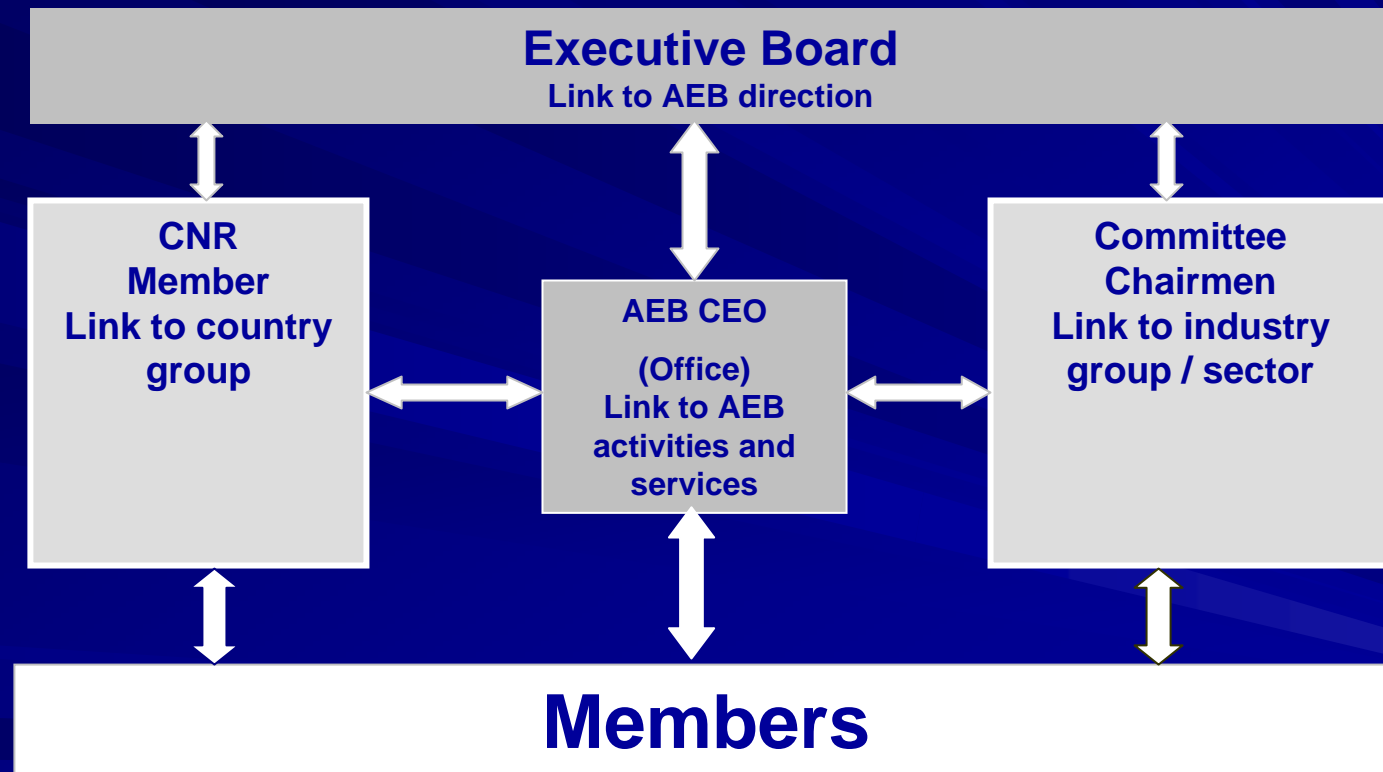
3. Priority Consideration:

- Priority registration at high-profile AEB briefings and lobbying activities
- 4 Assigned members at EuroReceptions
- Priority consideration of Sponsor Company issues and requests by AEB CEO and staff
- Special support: each Sponsor is assigned an AEB staff member
- Annual meeting with the AEB CEO
- 12 Assigned members attending AEB business events and participating in AEB committee work (substitutions are accepted)



AEB Swedish Euroreception, October 8th
2009

STRUCTURE: COMMUNICATION WITH MEMBERS





MEMBERSHIP CATEGORIES

ASSIGNED MEMBERS* PER CATEGORY	WORLDWIDE TURNOVER (EURO PER ANNUM)	ANNUAL MEMBERSHIP FEE (EURO)
<u>Sponsorship</u> 12 Assigned Members	---	8,500
<u>Category A</u> 8 Assigned Members	> 500 Million	5,750
<u>Category B</u> 5 Assigned Members	50-499 Million	3,500
<u>Category C</u> 3 Assigned Members	1-49 Million	2,000
<u>Category D</u> 2 Assigned Members	< 1 Million	750
<u>Individual</u>	---	750

*Official representatives of member companies, have the right to attend all AEB Open Events free of charge (where applicable)



CONTACT DETAILS

Address: Ulitsa Krasnoproletarskaya 16,bld.3
127437 Moscow
Russia

Tel: +7 (495) 2342764
Fax: +7 (495) 2342807

E-mail: info@aebrus.ru
olga.pavlyuk@aebrus.ru
lyudmila.agaeva@aebrus.ru

Windows: <http://www.aebrus.ru>